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[builduup.coachesconsole.com/
calendar/strategy-session](http://builduup.coachesconsole.com/calendar/strategy-session) (Other)

Top Skills

Career Alignment Coach

Coaching

Leadership

Certifications

CP12DFA - Certified Professional 12
Driving Forces Analysis

CPBA - Certified Professional
Behaviors Analyst

Certified Professional Trimetric HD
Analyst (CPHDA)

Honors-Awards

President's Club Winner

MVP for Central Region 2009

President's Club Winner

MVP Q1 2006

President's Club Winner

Tina Asher

Discover Work You Love | High-Achieving Professionals and
Business Owners | Career Coach | Author | Free Consultation |
Assessment Analyst | Interviews | Right Job Fit | Career Alignment
Specialist

Greater St. Louis

Summary

I help mid-career, professionals, build confidence, improve their communication and leadership skills, re-align staff, and negotiate for better pay.

Find work you love with the right tools. I can help you get there. Let's see if we're a fit, <https://builduup.coachesconsole.com/calendar/strategy-session>

At Build U Up Consulting the goal is to help you discover a career that you enjoy. We will take a forward-looking approach to figure out what it is you want, versus relying on your past.

For 3 decades, I held positions in senior management, sales, marketing, operations, training, coaching, mentoring, and customer service, and know the value of a good mentor and coach. I know firsthand the value an outside perspective can bring coupled with the support and accountability to achieve the results I desire.

Here are a few benefits that can help you level up your career:

CAREER COACHING

Private 1:1 Coaching

Customized private coaching packages and
VIP Intensive Program to accelerate your success.

Together we will put a plan into action that's personal for you to get the results you want.

Career Enhancement:

Jumpstart Career Coaching Package – Designed for those who want to move more quickly through the discovery process and that

have some idea on areas of interest or occupations they may wish to pursue.

Career Changers/Career Transition:

Build a Better Career Package – This is a more comprehensive package, for someone in a career transition, who has 6 months or more to decide, develop a plan and execute successfully to find work that will be aligned with their lifestyle.

VIP Intensive Program – Designed for the person who wants rapid results to make a career move and is willing to put forth the time and effort to make that happen through a comprehensive, structured process.

Business Owners/Executives/Managers/Emerging Leaders:

Premier Performance Package – Designed for the person who's serious about making a commitment to become a better leader, business owner, or employee. They're looking to grow a business, create a productive and engaged team of employees, develop better communication with their boss or peers, and/or improve their management skills.

GROUP TRAINING AND TEAM DEVELOPMENT PROGRAMS

Leadership Development Training

Delegating/Team Building/Personal Accountability/Stress Management

Team Effectiveness Training

Communication and Conflict Resolution

Schedule a 30-minute strategy call here: <https://>

builduup.coachesconsole.com/calendar/strategy-session

I look forward to connecting soon,

Tina

Experience

Build U Up Consulting

6 years

Career Coach/Trainer/Speaker

June 2017 - Present (6 years 1 month)

Missouri

People = Profits. Happy, engaged employees are more productive and cost businesses less money. Find out how to get the right balance and maximize results.

"Elevating Professionals for Success."

www.builduup.net

VIP Private 1:1 Coaching

2017 - Present (6 years)

Customized private coaching packages and VIP sessions to accelerate your success.

Jumpstart Career Coaching Package – This package is designed for those who want to move more quickly through the discovery process and that have some idea on areas of interest or occupations they may wish to pursue.

Build a Better Career Package – This is a more comprehensive package for those who have 6 months or more to decide, develop a plan and execute successfully to find work that will be aligned with their lifestyle.

Premier Performance Package – This package is designed for the person who's serious about making a commitment to become a better leader, business owner, or employee. They're looking to grow a business, create a productive and engaged team of employees, develop better communication with their boss or peers, and/or improve their management skills.

VIP Intensive Program – This program is designed for the person who wants rapid results with making a career move and is willing to put forth the time and effort to make that happen through a comprehensive, structured process in a short period of time.

Team Effectiveness and Leadership Development Group Training

2017 - Present (6 years)

Leadership and Team Development Training

Leadership Development Training
(Delegating/Team Building/Personal Accountability/Stress Management)

Team Effectiveness Training
(Communication, Stress and Conflict Resolution)

Land Your Dream Job Formula (Live 12 Week Bootcamp) Group Coaching Program

Learn valuable steps to find not just a career, but the job you've been longing for. The one you can create your legacy with, feel valued with utilizing your unique skills, and get paid what you're worth.

TTI Success Insights
Behavior Analyst and Assessment Advisor
June 2017 - Present (6 years 1 month)

DISC/Behavior Analyst - The observable behavior, what we "see" - how you do things.

12 Driving Forces Analyst - The motivation behind the behavior, what keeps a person engaged, happy and driven.

TriMetrix HD Axiology Analyst - The business acumen of the individual, their capacity and understanding of their worldview and their self-view, and how that affects how they show up and the results they achieve.

Emotional Quotient (EQ) Analyst - The ability to sense, understand, and effectively apply emotions to be more collaborative and productive with others.

Arch Mortgage Insurance Company (Arch MI)
Regional Vice President
February 2014 - January 2017 (3 years)
Greater St. Louis Area

Recruited by the National Senior EVP of Sales to establish a sales presence, generate new business, and develop and coach a sales team responsible for growing market share in 9 states. Also responsible for maintaining corporate budget parameters and optimizing brand awareness.

Identified, recruited, and hired a team of 7 Account Executives that established over 200 new customers in a 2+ year period, generating over \$2.5 billion in new business.

Increased production by 600% from 2015 to 2016, achieving over 176% of the goal as a region.

Expanded overall market share from 0% to 11% in a 3-year period.

Contributed significantly to increasing shareholder value by 15%-20% from 2014-2017.

Led sales team to achieve “Pinnacle Club” status in 2016 and reached 110% of the goal.

Mentored sales team through 1:1 calls to manage career and life through proper time management skills

Genworth Financial
Sr. Account Manager
2005 - 2014 (9 years)
Greater St. Louis Area

Division headquartered in Raleigh, NC. Responsible for managing and growing territory in Missouri and Southern Illinois and reported directly to the Regional VP of Sales. Marketed company’s products and services to lenders to maximize their production. Also educated realtors on the benefits of the company’s products and maintained strong loyalty among existing clients by providing an exceptional level of detail in following up and delivering beyond their expectations. Responsible for meeting and exceeding company goals and maintaining budget restraints as determined by management. Balanced territory goals by collaborating with my inside sales team member to ensure proper service levels for all clients.

Selected by senior management out of 80 sales professionals to participate in the “Customer Experience Team”, which helped identify client issues and needs to increase market share.

President’s Club Winner – Top 20% of Sales

Central Region “MVP for Sales”

President’s Club Winner – Top 20% of Sales

Selected for “Employee Experience Team” among 70 sales personnel to identify and enhance employee satisfaction and reduce turnover

Sales Contest Winner

First National Bank of St. Louis
Vice President - Mortgage Lending
2002 - 2005 (3 years)
Greater St. Louis Area

Responsible for developing close relationships with the Commercial Real Estate officers and their high-end clientele to serve as their personal reference for any mortgage needs. Reported directly to the President of the Mortgage Lending Division and collaborated with the Senior EVP of Commercial Lending to coordinate marketing events and training for potential clients of the bank. Developed relationships with realtors and attorneys in the area to promote the bank's mortgage lending business and educate their clients on the mortgage lending experience.

Elected to the Board of Directors for the Mortgage Bankers of Missouri. Selected to help manage the MasterCard account and collaborated with the company's Personal Banker every month to establish relationships and generate new clients.

United Guaranty Corporation
Sr. Account Executive
1998 - 2001 (3 years)
Greater St. Louis Area

Managed and developed the Missouri market, reporting to the Regional VP of Sales. Provided training to Loan Officers, realtors, senior leaders, and affiliates to enhance market share. Maintained expenses within budgetary limits and met or exceeded market share and goal requirements expected for the territory, while providing exceptional customer service. Recruited, hired, trained, and mentored a sales representative to assist in growing the territory as the market expanded.

Planned bi-annual major customer events for top 20 clients that maintained and developed stronger relationships and additional sales for the company.

President's Club Winner - Top 20% of Sales

Rising Star Award from the National Association of Professional Mortgage Women

Vice President for National Association of Professional Mortgage Women

Affiliate of the Year Award from the Mortgage Association of Mortgage Brokers

Education

